

January 15, 1998

The Honorable Janet Reno
Attorney General
U.S. Department of Justice
Washington, D.C. 20530

Dear Attorney General Reno,

We wanted to forward to your attention over eighty documents from the R.J. Reynolds Tobacco Company. I know your Department is investigating the tobacco industry, and this new information is relevant to your inquiry.

As you are aware, in testimony before the Health and Environment Subcommittee, the Chairman and CEO of R.J. Reynolds, James Johnston, directly addressed RJR's marketing, advertising, and promotion practices relating to youth. Mr. Johnston stated unequivocally that "we do not market to children and will not." He also testified that "[w]e do not survey anyone under the age of 18." RJR also made similar claims to the FDA, stating that "as a matter of corporate policy" RJR only conducted "brand market research of all lawful smokers aged 18 and older." These recent statements echoed earlier testimony by then Chairman and CEO Edward A. Horrigan, who testified before Congress in 1982 that "our advertising is not designed to attract new smokers of any age and is not having that effect."

This testimony by R.J. Reynolds executives to the Congress and the FDA appears to be directly contradicted by internal RJR documents. These documents, released today as a result of the Mangini litigation, portray a starkly different picture of RJR's activities than that presented by RJR executives to the Congress and the FDA. For example, contrary to RJR's claim that they did not survey teens, RJR internal documents reveal that they conducted extensive surveys of teenage smoking behavior for decades. Other documents reveal, contrary to RJR's claim otherwise, that RJR designed and implemented extensive marketing programs to increase its share of the youth market.

In light of your ongoing investigation of the tobacco industry, we are forwarding to you a complete set of the Mangini documents. We are also sending you a copy of a letter sent to Chairman Bliley summarizing these documents.

We believe these documents may reveal that RJR executives committed perjury or violated criminal laws by lying to the Congress and the FDA. These are extremely serious violations of U.S. law. We urge you to investigate these matters thoroughly and rapidly.

Sincerely,

HENRY A. WAXMAN, Member of Congress
MARTY MEEHAN, Member of Congress

